

PURCHASE AGREEMENT CASE STUDY

*Please fill out a purchase agreement using the following information.
Use today's date and time.*

Agency: XYZ Realty represents both the seller and the buyer.
XYZ Realty is both listing and selling company.

Property: 222 Elm Street Mobile, AL 36695

Legal Description: Lot 1 Unit 2 Sunset Hills

Price: Buyers offer \$150,000. List price is \$160,000

Terms: 30 year conventional loan at 5.5% interest rate, with 5% down payment, apply for mortgage within 5 business days from acceptance of offer, no discount points paid by buyer and seller, repairs limited to \$500 for mortgage/loan purposes

Survey: New survey to be provided by seller & ordered by listing co.

Professional inspection: Subject to a professional inspection with results communicated to seller within 5 business days from acceptance of offer; utilities provided by seller

Miscellaneous: House was built in 1971; seller will have all utilities on for all inspections including walk-through;

Home warranty: Was not offered at time of listing and buyer will request a home warranty from ABC Corporation to be ordered by listing broker and paid by seller.

All Improvements and Appurtenances Included: Rosebushes to remain with seller

Wood Infestation Report: Current termite contract transferred at sellers' cost not to exceed \$400

Closing Date: Sale to close no sooner than _____ and no later than _____.

Title: Title to be taken in names of Joseph Bright and Susan Bright, husband and wife, joint with rights of survivorship.

Possession: At closing

Response Time: Seller has _____ hours from time offer is signed by the buyers to respond to their offer. (*Put the exact date and time you write this offer as buyers' time of signing.*)

Earnest Money: \$1000.00 in the form of a personal check made payable to the selling broker.

Listing Agent & Selling Agent: You

Addenda Needed:

Additional Forms needed:

Counter-Offer: Sellers, Patrick and Mary House (a married couple) will counter the offer 24 hours after this offer is written with a price of \$155,000 and buyers to pay termite contract transfer. Buyer has 24 hours to respond to the counter-offer.

Buyers' Response: Buyers counters the sellers' counter-offer asking the seller to pay for the termite contract transfer. Response to this counter-offer is to be given within 24 hours from buyers' signing of proposed counter-offer to sellers.

Sellers' Response: Sellers accept counter-offer by buyers.

Question:

How many net sheets do you have to prepare in total?

Note: Sellers' new address is 456 Red Road Mobile, AL 36695

Do not forget to get the buyers' and sellers' social security numbers (all)

PAPERWORK NEEDED FOR PURCHASE AGREEMENT EXAMPLE

At time of writing and presenting the offer you should have the following:

<i>Buyer</i>	<i>Seller</i>

*Once the offer is accepted you will need to have
the following documents for your broker's file:*

<i>Buyer</i>	<i>Seller</i>

What happens between accepted offer and closing?
What actions will you need to take?
What will the buyer need to do?
What will the seller need to do?

<i>Buyer</i>	<i>Seller</i>

What to bring back from the closing:

